## RECEIVED

20.7 JAN 20 PM 2:57

CFFICE OF THE SECRETARY FEDERAL MARITIME UD. ...

Original Title Page

NAME:

NYK/HLAG VESSEL SHARING AGREEMENT

FMC NO.:

012153

CLASSIFICATION:

A Cooperative Working Agreement

**EXPIRATION DATE:** 

See Article 9



NYK/ HLAG VESSEL SHARING AGREEMENT FMC No. 0/2/53 Original Page 1

## TABLE OF CONTENTS

ARTICLE	NAME OF ARTICLE	PAGE NO.
Article 1	Name of Agreement	2
Article 2	Purpose of Agreement	2
Article 3	Parties to Agreement	2
Article 4	Geographic Scope	3
Article 5	Authority	3
Article 6	Administration and Delegation of Authority	6
Article 7	Membership	7
Article 8	Voting	7
Article 9	Duration and Resignation	7
Article 10	Non-Assignment	9
Article 11	Law and Arbitration	9
Article 12	Notices	10
Article 13	Counterparts	10

NYK/ HLAG VESSEL SHARING AGREEMENT FMC No. 2/2/.53 Original Page 2

ARTICLE 1: NAME OF AGREEMENT

The name of this agreement is the NYK/HLAG Vessel Sharing Agreement (the "Agreement").

ARTICLE 2: PURPOSE OF AGREEMENT

The purpose of this Agreement is to authorize the Parties (as hereafter defined) to share vessels and vessel space in the Trade (as defined in Article 4) thereby improving efficiency, frequency of service and port coverage, lowering bunker consumption, benefitting the environment, and improving utilization of vessel capacity and equipment.

ARTICLE 3: PARTIES TO AGREEMENT

The parties to the Agreement are:

 Hapag-Lloyd Aktiengesellschaft ("HLAG") Ballindamm 25 20095 Hamburg Germany

Nippon Yusen Kabushiki Kaisha ("NYK")
 3-2 Marunouchi 2-Chome Chiyoda-ku, Tokyo 100-0005, Japan

NYK and HLAG are sometimes hereinafter referred to individually as a "Party" and jointly as the "Parties."

AGREEMENT FMC No. 0/2/5-3

Original Page 3

ARTICLE 4: GEOGRAPHIC SCOPE

This Agreement covers the trades between ports on the West Coast of the United

States, including California on the one hand, and ports on the West Coast of Mexico and

Central America, including Guatemala, El Salvador, Nicaragua and Costa Rica, on the

other hand (the "Trade").

ARTICLE 5: AUTHORITY

5.1 (a) The Parties are authorized to discuss and agree on the number, size,

age and other characteristics of vessels to be operated hereunder, as well as the phasing-

in, phasing out and substitution of vessels. The Parties are authorized, without further

amendment, to operate up to three (3) vessels, each with an approximate nominal

capacity of 2600 TEU, operating on a weekly service. Two of the vessels shall be

contributed by NYK and HL shall provide one (1) vessel.

(b) Each Line shall be responsible for the costs of operating the vessel(s) it

provides.

5.2 (a) The Parties are authorized to discuss and agree on the ports to be

served, the port rotation to be followed, and the scheduling of vessels. Regular reviews,

including operational efficiencies of the service, shall be conducted and changes shall be

agreed and action taken where necessary, in order to maintain a high quality network

covering the Parties' requirements.

(b) The Parties are authorized to discuss and agree upon matters relating to the use

of any terminal or port facilities, and may jointly contract for stevedoring services, and

AGREEMENT FMC No. 012153

Original Page 4

other related ocean and shoreside services. Nothing contained herein shall authorize the

Parties to jointly operate a marine terminal in the United States.

(c) The Parties are authorized to discuss and agree on criteria for measuring the

performance of the schedule established hereunder, the obligations of the Parties with

respect to adherence to the schedule and their obligations to provide space hereunder, and

remedial measures to be taken or followed in the event of non-performance with respect

to any of the foregoing obligations.

5.3 The Parties may continue to operate existing services within the Trade and to

modify such existing services from time to time. Where a Party wishes to introduce a new

service or enter into any permanent slot charter or slot exchange agreement in the Trade,

it may do so on the condition that it offers the other Party the opportunity of participating

on terms as set out for the service hereunder. In the event the other Party does not

exercise its right of first refusal, the Party wishing to introduce a new service may

proceed and will not be prohibited from seeking possible third party cooperation to

operate the new service.

5.4 (a) Space shall be divided on each vessel in accordance with the

agreement of the Parties as follows. NYK will be allotted two-thirds (2/3) of the

vessel's capacity and HL allotted one-third (1/3) of the vessel's capacity.

Notwithstanding the foregoing and subject to availability, the Parties may

sell/purchase space from their respective allocations in such amounts and on such

conditions as they may agree from time to time. In all circumstances, the Parties agree

to provide vessel capacity necessary to satisfy their overall respective share and

NYK/ HLAG VESSEL SHARING AGREEMENT

FMC No. 0/2/53

Original Page 5

maintain level of service. Should a Party not be able to provide the agreed upon space

to the other Party, such other Party shall have the right to withhold the provision of

space to the other Party not providing the space.

(b) It is agreed that each Party's allocation entitlements, including but

not limited to deadweight and reefer plugs, will be protected by the Party operating the

vessel.

(c) Each Party shall be entitled to use its space allocation without any

geographical restrictions regarding the origin or destination of the cargo, subject to

operational restrictions and efficiency targets as the Parties may adopt from time to

time. There shall be no priorities for either full, empty, wayport/interport or breakbulk

cargo.

(d) The Parties are authorized to determine rules for unused

capacities being made available to other ocean carriers who are not a party to this

Agreement, including third party slot sales, and the respective reimbursement of the

Party providing such capacity. No Party may sub-charter space on vessels operated

under this Agreement to any third party without the prior consent of the other Party,

which consent shall not be unreasonably withheld. Notwithstanding the preceding

sentence, each Party may sub-charter space to its fully owned subsidiaries and

affiliate companies without the consent of the other Party.

5.5 Each Party shall retain its separate identity and shall have separate sales,

pricing and marketing functions, and shall issue its own bills of lading and handle its

own claims. Each Party shall be responsible for marketing its own interests in the

Trade.

NYK/ HLAG VESSEL SHARING AGREEMENT

FMC No. 0/2/53

Original Page 6

5.6 The Parties are authorized to discuss and agree upon routine operational

and administrative matters including, but not limited to, procedures for allocating space,

forecasting, stevedoring and terminal operations, performance and payment procedures,

recordkeeping, general average, war risk, force majeure, consequences of delay,

responsibility for loss or damage, insurance, claims, liability and settlement procedures,

financial settlement procedures, indemnification, treatment of dangerous and hazardous

cargos.

5.7 Pursuant to 46 C.F.R. §535. 408, any further agreements contemplated by

this Agreement which do not relate to routine operational or administrative matters and

which are required to be filed shall not be implemented until an appropriate amendment

to this Agreement has been filed and becomes effective.

ARTICLE 6: ADMINISTRATION AND DELEGATION OF AUTHORITY

6.1 This Agreement shall be implemented and administered by meetings and

other written and oral communications among the Parties. The Parties are authorized to

adopt written procedures and policies with respect to the day-to-day operational

requirements of the service, as well as with respect to communications among

themselves.

6.2 The following individuals shall each have authority to execute and file this

Agreement and modifications to this Agreement with the Federal Maritime Commission,

as well as authority to delegate same:

(a) Any officer of each Party to the Agreement; and

(b) Legal counsel for each Party to the Agreement.

NYK/HLAG VESSEL SHARING AGREEMENT

FMC No. 0/2/53

Original Page 7

ARTICLE 7: MEMBERSHIP

7.1 Membership is limited to the Parties, unless otherwise unanimously

agreed by the Parties.

ARTCLE 8: VOTING

Decisions hereunder shall be reached by unanimous agreement of the Parties;

provided, however, that if unanimous agreement cannot be reached on a common

operational issue, the Party providing the vessel(s) in question shall decide on appropriate

measures to ensure service integrity.

ARTICLE 9: DURATION AND RESIGNATION

9.1 This Agreement shall become effective on the date on the date which it

becomes effective under the U.S. Shipping Act of 1984, as amended, or March 6, 2012

whichever date is later ("Effective Date") and shall have a minimum term of twelve (12)

months following the Effective Date. Thereafter, this Agreement shall remain in effect

until terminated by either Party as set forth herein.

9.2 Any Party may withdrawal from this Agreement by giving not less than

three (3) months advance written notice to the other Party; provided however, that such

notice may not be served before December 6, 2012.

9.3 Notwithstanding Article 9.2, if at any time during the term of the

Agreement there shall be a change in the control or a material change in the ownership of

any one Party (the Party so affected being referred to in this Article only as the "Affected

Party") and the other Party is of the opinion arrived at in good faith that such change is

AGREEMENT

FMC No. 312153

Original Page 8

likely to materially prejudice the cohesion or viability of the service, then the other Party

may within three (3) months of the coming into effect of such change, give not less than

three (3) months' notice in writing to the Affected Party terminating the period of the

Agreement in relation to that Party. For the purposes of this clause a change in the control

or material change in the ownership of a Party shall not include (a) any public offering of

shares in that Party or its holding company; or (b) any shareholder of such Party or its

holding company who was a shareholder of such Party or holding company on the

effective date of this Agreement acquiring control of such Party or holding company.

9.4 Notwithstanding Article 9.2, if at any time during the term of the

Agreement any Party should become bankrupt or declare insolvency or have a receiving

order made against it, suspend payments, or continue its business under a receiver for the

benefit of any of its creditors, or if a petition is presented or a meeting convened for the

purpose of considering a resolution, or other steps are taken for the winding-up of the

Party (other than for the purposes of and followed by a resolution previously approved in

writing by the other Party), or any event similar to any of the above shall occur under the

laws of the Party's country of incorporation (the Party so affected being referred to in this

Article 9.4 only as the "Affected Party") and the other Party are of the opinion that the

result may be materially detrimental to the service, or that sums which may be owed by

the Affected Party to any other Partymay not be paid in full or their payment may be

delayed, then, by unanimous decision of the other Party, any further participation of the

Affected Party in the Agreement or any part thereof may, with immediate effect, either be

terminated or suspended for such period as the other Party, in their sole discretion, deem

AGREEMENT FMC No. 0/21.53

Original Page 9

appropriate. In particular, but without limitation thereto, the operation of the adjusting

financial settlement procedures in respect of the Affected Party may be suspended.

9.5 In the event of the withdrawal of a Party or termination of the

Agreement with respect to a Party, the Parties shall continue to be liable to one another

in respect of all liabilities and obligations accrued due prior to withdrawal or

termination and in such other respects as the Parties shall determine to be fair as

between themselves in relation to the completion of all contracts of carriage outstanding

at the date of withdrawal or termination.

ARTICLE 10: NON-ASSIGNMENT

The rights and obligations of each Party under this Agreement shall not be

assignable except to subsidiaries, parent companies or fellow subsidiaries or with the

prior written agreement of the other Party. Each Party shall warrant that any subsidiary or

fellow subsidiary to which assignment is made shall not be sold to another party.

ARTICLE 11: LAW AND ARBITRATION

11.1 This Agreement shall be governed by and construed in accordance with

the laws of England and shall otherwise by subject to the U.S. Shipping Act of 1984, as

amended.

11.2 Any dispute or difference arising out of or in connection with this

Agreement which cannot be amicably resolved shall be referred to arbitration in London

in accordance with the Arbitration Act 1996 or any statutory modification or re-

enactment thereof save to the extent necessary to give effect to the provisions of this

Article 11. The arbitration shall be conducted in accordance with the London Maritime

AGREEMENT

FMC No.

012153

Original Page 10

Arbitration Association (LMAA) Terms current at the time when the arbitration

proceedings are commenced.

11.3. The reference shall be to three arbitrators. A Party wishing to refer a dispute

to arbitration shall appoint its arbitrator and send notice of such appointment in writing to

the other Party, requiring the other Party to appoint its own arbitrator within fourteen (14)

calendar days of that notice, and stating that it will appoint its arbitrator as sole arbitrator

unless the other Party appoints its own arbitrator and gives notices that it has done so

within the fourteen (14) days specified. If the other Party does not appoint its own

arbitrator and give notice that it has done so within the fourteen (14) days specified, the

Party referring a dispute to arbitration may, without the requirement of any further prior

notice to the other Party, appoint its arbitrator as sole arbitrator and shall advise the other

Party accordingly. The award of a sole arbitrator shall be binding on both Parties as if he

had been appointed by agreement. Nothing herein shall prevent the Parties agreeing in

writing to vary these provisions to provide for the appointment of a sole arbitrator.

11.4 .In cases where neither the claim nor any counterclaim exceeds the sum of

U.S. \$300,000 the arbitration shall be conducted in accordance with the LMAA Small

Claims Procedure current at the time when arbitration proceedings are commenced.

ARTICLE 12: NOTICES

Any notices hereunder shall be made by courier services or registered mail, or in

the event expeditious notice is required, by e-mail or fax confirmed by courier or

registered mail, to the addresses shown in Article 3 hereof.

NYK/ HLAG VESSEL SHARING AGREEMENT FMC No. 0/2/53 Original Page 11

ARTICLE 13: COUNTERPARTS

This Agreement and any future amendment hereto may be executed in counterparts. Each such counterpart shall be deemed an original, and all together shall constitute on and the same agreement. This Agreement may not be executed and delivered by exchange of facsimile copies or other electronic copy showing the signatures of each Party, and the original signatures of need not be affixed to the same copy.

NYK/HLAG VESSEL SHARING AGREEMENT FMC No. 0/2/53 Original Page 12

## SIGNATURE PAGE

IN WITNESS WHEREOF, the parties have caused this Agreement to be
executed by their duly authorized representatives as of this day of, 2012.
HAPAG-LLOYD AG  By: M. Managing Director  Title:  HAPAG-LLOYD AG  Vir Schawohl Cenior Director
NIPPON YUSEN KABUSHIKI KAISHA
By:
Name: Jeremy Nixon

Title: Chief Operating Officer Global Liner Management Division NYK Group South Asia Pte Ltd On behalf of Nippon Yusen Kaisha

NYK/HLAG VESSEL SHARING AGREEMENT FMC No. 6/2/53 Original Page 12

## SIGNATURE PAGE

IN WITNESS WHEREOF, the parties have caused this Agreement to be			
executed by their duly authorized representatives as of this day of, 2012.			
HAPAG-LLOYD AG			
Ву:			
Name:			
Title:			
NIPPON YUSEN KABUSHIKI KAISHA			
By:			
Name: Jeremy Nixon			
Title: Chief Operating Officer			
Global Liner Management Division			

NYK Group South Asia Pte Ltd On behalf of Nippon Yusen Kaisha